

F.E. Dosch

PACIFIC FRUIT EXPRESS COMPANY

February News Letter

1955 FEB 18 AM 8 29

San Francisco, February 15, 1955

ALL P.F.E. EMPLOYEES:

P.F.E. Loadings

	1955			1954		
	<u>PFE Cars</u>	<u>Foreigns</u>	<u>Total</u>	<u>PFE Cars</u>	<u>Foreigns</u>	<u>Total</u>
January	25,535	1,797	27,332	29,579	2,096	31,675

Car Situation:

There is an ample supply of cars on Contract Lines and a good number of PFE cars are being turned to foreign line service in Florida and some to the Great Northern and Northern Pacific in the Red River Valley. As a result of adverse weather conditions throughout the Country, our loadings have been light during the winter months. Therefore, it is very important that all concerned be on the alert to take advantage of every opportunity to keep PFE cars actively employed.

Crop Conditions - Western Territory

In Oregon canned goods and frozen foods are moving from Willamette Valley in normal volume. Potato shipments from Klamath have been light due to stiff competition in the California markets by potatoes being trucked from Bakersfield and Perris Valley.

In Northern California canned goods and frozen foods shipments are moving in heavier volume in anticipation of reducing tax day inventories. Citrus from Porterville District have been moving in fairly good volume and will continue through the month. There is a light seasonal movement of miscellaneous winter vegetables from Salinas.

The normally heavy lettuce loading season in Southwest District has been disappointing with movement well below expectations due almost entirely to the wet, cold weather experienced during December and January.

The vegetable movement from West Coast of Mexico also has suffered from highly adverse weather conditions with floods and frost causing extensive damage.

T&NO: Although Rio Grande vegetable season is in peak period, crops in this section also have been held back by wet weather so that shipments to date, while moving in fairly good volume, are below expectations.

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In Oregon canned goods and frozen foods are moving from Willamette Valley in normal volume. Potato shipments from Klamath have been light due to stiff competition in the California markets by potatoes being trucked from Bakersfield and Parris Valley.

In Northern California canned goods and frozen foods shipments are moving in heavier volume in anticipation of reducing tax day inventories. Citrus from Forterville District have been moving in fairly good volume and will continue through the month. There is a light seasonal movement of miscellaneous winter vegetables from Salinas.

The normally heavy lettuce loading season in Southwest District has been disappointing with movement well below expectations due almost entirely to the wet, cold weather experienced during December and January.

The vegetable movement from West Coast of Mexico also has suffered from highly adverse weather conditions with floods and frost causing extensive damage.

NOTE: Although Rio Grande vegetable season is in peak period, crops in this section also have been held back by wet weather so that shipments to date, while moving in fairly good volume, are below expectations.

Crop Conditions Along Union Pacific

Idaho potato movement is in good volume with shipments through February 10th being slightly heavier than for the corresponding period last year. Although markets have been dull with light demand, it is felt that loadings will continue in good volume well into March in order to reduce the heavy supplies in advance of new crops elsewhere. Onions, too, are moving in fairly steady volume in the face of in-different markets and fluctuating demands.

In Northwest District apples and pears have been moving from storages in consistently good volume. A good movement should continue through the month. Miscellaneous commodities such as canned goods, beer, and frozen foods are moving in normal volume.

In Eastern District Nebraska potatoes which have been moving in fairly good volume since first of year should continue through February.

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The new car construction line for the 200 new mechanical super-giants being built at Roseville shop is moving along smoothly and it is anticipated that a few of the cars will be released for service during February, and that mass production will be attained in March.

Barring unforeseen emergencies, a 3 car per day or better output is the aim once the construction line is filled completely and meeting this objective will result in the order being completed in May.

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The subject of this month's attachment is an article prepared by District Agent J. T. Holland dealing with P.F.E. Pittsburgh, Pennsylvania, District Agency, which is under his supervision.

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"Of all the things you wear, your
expression is the most important."
-ANONYMOUS

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Let's Make Courtesy Our Watchword!

P.F.E. has, for many years, enjoyed an outstanding reputation for courtesy in its dealings with the public, with our railroad associates, and with each other. This is one of our greatest assets. We treasure this reputation, so let's all continue to work

Group Conditions and Outlook

1. Grain - Movement in grain is good volume with shipments through February 10th being slightly heavier than for the corresponding period last year. Although markets have been dull with light demand, it is felt that loadings will continue in good volume well into March in order to reduce the heavy supplies in advance of new crops elsewhere. Outlook, too, are moving in fairly steady volume in the face of different markets and fluctuating demands.

2. Industrial Districts - Engines and gears have been moving from storages in considerable quantities. A good movement should continue through the month. Miscellaneous commodities such as canned goods, beer, and frozen foods are moving in normal volume.

3. Eastern Districts - Potatoes which have been moving in fairly good volume since first of year should continue through February.

4. The new car construction line for the 200 new mechanical superchargers built at Rossville shop is moving along smoothly and it is anticipated that a few of the cars will be released for service during February, and that mass production will be attained in March.

5. Arriving unprocessed emergency, as of car per day on better output is the same as the construction line is filled completely and meeting this objective will result in the order being completed in May.

6. The subject of this month's attachment is an article prepared by District Agent J. T. Holland dealing with P.E. P. Pittsburg, Pennsylvania, District Agency which is under his supervision.

"Get all the things you want, you
expression is the most important."
-ANONYMOUS

Let's Make Company Our Watchword!

7. P.E. has, for many years, enjoyed an outstanding reputation throughout its dealings with the public with our "friendly associates" and with each other. This is one of our greatest assets. We treasure this reputation and let's all continue to work

together to keep it. And after all, it makes life more pleasant if we are considerate and courteous at all times.

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One of the most pleasant assignments I have each year is to award safety plaques for outstanding records at our various ice plants, shops, stores, and for district performances. It is pleasant because it means that our employes have worked safely and well and have lost no time and experienced no suffering because of injuries. It is pleasant, too, because it brings management and employes closer together. It helps to weld us into one great body working for a common purpose -- advancement of the fine Company with which we are all associated.

This year I have the pleasure of awarding 28 safety plaques in recognition of an outstanding Company record of only 3.1 lost-time accidents per million man-hours. But how much better it would be if there were none! Let's all pull together to accomplish that great objective. We've done well so far, but let's do even better in the future. We can do it if we try hard enough, so let's make 1955 the banner year for P.F.E.

K. V. PLUMMER

Attachment

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Attachment

PITTSBURGH, PENNSYLVANIA

District Agency:

The Pittsburgh District Agency, in general terms, covers the western half of Pennsylvania, segments of Ohio to and including Canton and Youngstown and northern half of West Virginia. Industrially and trade-wise this is known as the Tri-State Area, with Pittsburgh being the hub and center of activities. The approximate population of this area is as follows: City of Pittsburgh 687,000, Pittsburgh Metropolitan district 2,313,000, Pittsburgh trade area (within 100 mile radius) 6,154,000.

The duties of the District Agency are to provide service to the receivers throughout the area, to police the handling of both loaded and empty PFE cars to guard against mishandlings or appropriations and to assure that they are disposed of in line with current instructions; to encourage shippers in the district, when feasible, to use PFE cars in merchandise loading to our parent lines.

Service to receivers includes diversions and passing advices. The latter includes block manifest and all subsequent passing records, including bad order set-outs or other delays. These are furnished by mail or telephone, depending on receivers requirements and nearness of shipment to market. This enables receivers to buy fill-in supplies locally in event of indicated delays and enables them to plan sales for arrivals.

Terminal Facilities:

As to terminal facilities, only principal ones will be covered.

The Pittsburgh Produce Terminal (Open only to the PRR) is the principal produce market where all non-top iced shipments (but including top iced cantaloupes) are handled by auction and private sales on the platform. Top iced vegetables are disposed of through private sales only, a sample being placed on the platform, with deliveries made direct to buyers from cars on team tracks. All cars of perishables for Pittsburgh PRR, and without other deliveries specified on billing, will be placed for delivery to this terminal.

The terminal building is 1524 feet long by 116 feet wide and may be opened from one end to the other by lifting the side doors (similar to overhead garage doors). There are two rail tracks on each side for unloading of cars onto the platform. All rail cars must be removed from these tracks before 6:00 AM to allow loading of sold produce onto trucks. The building is owned by the PRR and no space on the platform is leased to anyone. Space is assigned and allocated to each firm in accordance to normal volume and type of produce handled. Consignees have 48 hours free time to dispose of produce after which a charge of \$0.325 per hundred pounds per day is assessed on the portion that remains. No charge is made for moving cars to the platform for unloading. But, should the receiver elect

PITTSBURGH, PENNSYLVANIA

District Agency:

The Pittsburgh District Agency, in general terms, covers the western half of Pennsylvania, segments of Ohio to the east including Canton and Youngstown and northern half of West Virginia. Industrially and trade-wise this is known as the Tri-State Area, with Pittsburgh being the hub and center of activity. The approximate population of this area is as follows: City of Pittsburgh 687,000, Pittsburgh Metropolitan District 2,313,000, Pittsburgh trade area (within 100 mile radius) 6,181,000.

The duties of the District Agency are to provide service to the receivers throughout the area, to police the handling of both loaded and empty RFE cars to guard against mishandling or expropriations and to assure that they are disposed of in line with current instructions; to encourage shippers in the district, when feasible, to use RFE cars in merchandise loading to our parent lines.

Service to receivers includes diversions and passing advice. The latter includes block manifest and all subsequent passing records, including bad order set-outs or other delays. These are furnished by mail or telephone, depending on receiver requirements and nearness of shipment to market. This enables receivers to buy fill-in supplies locally in event of indicated delays and enables them to plan sales for arrivals.

Terminal Facilities:

As to terminal facilities, only principal ones will be covered.

The Pittsburgh Produce Terminal (open only to the RRR) is the principal produce market where all wharf-iced shipments (but including top-iced tankers) are handled by auction and private sales on the platform. Top-iced vegetables are disposed of through private sales only, a sample being placed on the platform with deliveries made direct to buyers from cars on team tracks. All cars of perishables for Pittsburgh RRR, and without other deliveries specified on bill of lading, will be placed for delivery to this terminal.

The terminal building is 1524 feet long by 110 feet wide and may be opened from one end to the other by lifting the side doors (similar to overhead garage doors). There are two rail tracks on each side for unloading of cars onto the platform. All rail cars must be removed from these tracks before 6:00 AM to allow loading of food products onto trucks. The building is owned by the RRR and no space on the platform is leased to anyone. Space is assigned and allotted to each firm in accordance to normal volume and type of produce handled. Consignees have 18 hours free time to dispose of produce after which a charge of \$0.325 per hundred pounds per day is assessed on the portion that remains. No charge is made for moving cars to the platform for unloading. But, should the receiver elect

to have only part of lading unloaded, a total charge of \$10.59 is assessed for switching each car back to the yard.

The auction company (located only on PRR) does its own unloading of cars onto the platform prior to sales (which run Monday to Fridays, inclusive) and delivers to buyers directly from the platform after sales.

All shipments handled by private sales on the platform are unloaded, sorted and stacked according to commodity, sizes and brands by the carrier at a charge of \$0.07 per hundred pounds, plus 15%. After sales, the consignees place merchandise sold on hand trucks and the buyers take them and unload into their trucks.

Warehouse and Private Siding Deliveries:

The Great Atlantic & Pacific Tea Company produce warehouse is located on the PRR at 43rd Street where all cars, excepting those for repacking and processing, are unloaded and distributed from the warehouse direct to retail stores. Their repack and processing plant is located on the PRR at 36th Street where the unloading and disposing is handled in the same manner as at 43rd Street.

Kroger Grocery & Baking Company's warehouse is located on the PRR at 54th Street, The Thorofare Markets' warehouse is located on the PRR at 17th Street. Their unloadings and disposals are similar to those of the A&PT Co.

B&O 22nd Street Yard:

This is the only other designated produce yard in Pittsburgh and is located directly adjacent to the PRR produce terminal. Only a few receivers use this yard, principally I. Cohen Sons on vegetables. It is strictly a team track operation other than cars for the Fort Pitt Tomato Company (for repacking and processing) and Purpura Fruit Company (a banana receiver) who have their own housing facilities.

Cold Storage Warehouses:

Federal Cold Storage, located at 16th Street, is served only by the PRR. North Pole Cold Storage Company is located on, and served only by, the P&LE RR. Wainwright Cold Storage has no rail siding but takes delivery on either the B&O or PRR at 36th Street. Morrison McCluan, frozen food distributor and not a public storage, is located at 23rd Street and served only by the PRR.

Processing and Repacking Plants:

The H. J. Heinz Company main plant is located at Pittsburgh and is served by both the B&O and PRR.

The Fort Pitt Tomato Company and the F. J. Crivella Company

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The auction company (located only on PRR) does its own unloading of cars onto the platform prior to sales (which run Monday to Friday inclusive) and delivers to buyers directly from the platform after sales.

All shipments handled by private sales on the platform are unloaded, sorted and stacked according to commodity, sizes and brands by the carrier at a charge of \$0.67 per hundred pounds plus 15¢. After sales, the consignee places merchandise sold on hand trucks and the buyers take them and unload into their trucks.

Warehouse and Private Sideline Deliveries:

The Great Atlantic & Pacific Tea Company produce warehouse is located on the PRR at 13rd Street where all cars, excepting those for repacking and processing, are unloaded and distributed from the warehouse direct to retail stores. Their repack and processing plant is located on the PRR at 35th Street where the unloading and disposing is handled in the same manner as at 43rd Street.

Kroger Grocery & Baking Company's warehouse is located on the PRR at 5th Street. The Flour-Markets' warehouse is located on the PRR at 17th Street. Their unloading and disposal are similar to those of the A&P Co.

500 2nd Street Yard:

This is the only other designated produce yard in Pittsburgh and is located directly adjacent to the PRR produce terminal. Only a few receivers use this yard, principally in Green Beans on vegetables. It is strictly a team-truck operation other than cars for short-haul First Tomato Company (for repacking and processing) and Purple Fruit Company (a banana receiver) who have their own housing facilities.

Cold Storage Warehouses:

Federal Cold Storage, located at 16th Street, is served only by the PRR. North Pole Cold Storage Company is located on, and served only by, the PRR. Westinghouse Cold Storage has no rail siding but takes delivery on either the E&O or PRR at 35th Street. Morrison McLean, frozen food distributor and not a public storage, is located at 23rd Street and served only by the PRR.

Processing and Repacking Plants:

The H. W. Heinz Company main plant is located at Pittsburgh and is served by both the E&O and PRR. The First Pitt Tomato Company and the F. J. Crivello Company

have large repacking and processing plants handling only fresh fruits and vegetables. They repack into consumer size packages and process items such as cole slaw, salad, soup and vegetable mixes. Quite a few others merely do repacking.

District Smaller Markets:

While Pittsburgh, in general, is strictly a jobbing and wholesale market, the method of operation at the smaller surrounding markets is entirely different. Some receivers buy or receive cars regularly direct from point of origin and buy balance of requirements at and truck them in from the Pittsburgh terminal. All of these are influenced in operations by market conditions. During high and strong markets they get more shipments direct from point of origin. When supplies are more liberal and markets on the weak side, they buy most supplies from the Pittsburgh market as generally they can buy as cheap or cheaper than supplies could be procured from point of origin. All of these receivers own warehouses with some refrigerated space. Produce is trucked into these warehouses from cars or other markets. Their sales operation is also different in that they operate under what is termed a "Dealer Service." They go out and take orders from the retailers one day and generally make them up and deliver them from their warehouse direct to the retailers places of business the next morning.

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Transition in Brief:

After first development of produce markets and up to the start of the second quarter of the twentieth century only minor changes had been made in the methods and practices in conducting eastern terminal markets. Thirty years ago much produce was still arriving at the Pittsburgh market in carload bulk lots, particularly in apple, potato, and cabbage shipments. Some were sold to hucksters by the bushel and dumped in bulk into bodies of the wagons which were driven through the residential districts and peddled by the peck. Others would be packed in barrels, bushel baskets or sacks for resale. The only Idaho potatoes that came to this market at that time were paper-wrapped and repacked into boxes at Chicago and reshipped l.c.l. to Pittsburgh for the local hotel and restaurant trade. Today's must, the "Idaho Baker", was unknown to the average housewife. Louisiana vegetables in particular were still arriving packaged in barrels (and many of these barrels had liquor packed in the middle of them). The receivers disposed of most produce to hucksters, packaged or otherwise.

Most of our smaller surrounding market receivers of today started out as hucksters, operating from the Pittsburgh market. Refrigerator cars were in a sense refrigerated warehouses in those days as no receivers had refrigerated rooms for protection of perishables, so all shipments were held in cars until finally sold. Only a few car-lot receivers had stores of any kind so they made

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